



Anekant Education Society's

**TULJARAM CHATURCHAND COLLEGE
OF ARTS, SCIENCE & COMMERCE, BARAMATI (PUNE)
(Autonomous)**

DEPARTMENT OF B. VOC.

BOS: RETAIL MANAGEMENT

**Syllabus of SYRM-2023 Pattern
[NEP 2020]**

Day & Date of Meeting

Thursday, 07th March 2024

Venue

Department of B. Voc. Retail Management

**Anekant Education Society's
Tuljaram Chaturchand College of Arts, Science and Commerce, Baramati
(Autonomous)**

Course & Credit Structure for S. Y. B. Voc. Retail Management (2023 Pattern as per NEP-2020)

Sem.	Course Type	Course Code	Course Title	Theory / Practical	Credits	
III	Major Mandatory	RTM-201-MJM	Human Resource Management-I	Theory	02	
	Major Mandatory	RTM-202-MJM	Principles of Finance-I	Theory	02	
	Major Mandatory	RTM-203-MJM	Business Accounting-I	Practical	02	
	Major Mandatory	RTM-204-MJM	Cost Accounting-I	Practical	02	
	Minor	RTM-211-MN	Principles of Management-I	Theory	02	
	Minor	RTM-212-MN	Service Marketing-I	Practical	02	
	Open Elective (OE)	RTM-216-OE	Fundamental of Accounting-I	Theory	02	
	Vocational Skill Course (VSC)	RTM-221-VSC	Store Layout & Design	Practical	02	
	Ability Enhancement Course (AEC)	RTM-231-AEC	Marathi / Hindi / Sanskrit	Theory	02	
	Co-curricular Course (CC)	RTM-239-CC	To be selected from the basket	Theory	02	
	Field Project (FP)	RTM-235-FP	Field Project (FP)	Theory	02	
	Generic IKS Course (IKS)	RTM-245-IKS	Common	Theory	02	
	Total Credits Semester-III					24
IV	Major Mandatory	RTM-251-MJM	Human Resource Management-II	Theory	02	
	Major Mandatory	RTM-252-MJM	Principles of Finance-II	Theory	02	
	Major Mandatory	RTM-253-MJM	Business Accounting-II	Practical	02	
	Major Mandatory	RTM-254-MJM	Cost Accounting-II	Practical	02	
	Minor	RTM-261-MN	Principles of Management-II	Theory	02	
	Minor	RTM-262-MN	Service Marketing-II	Practical	02	
	Open Elective (OE)	RTM-266-OE	Fundamental of Accounting-II	Theory	02	
	Skill Enhancement Course (SEC)	RTM-271-VSC	Retail Store Operation-I	Practical	02	
	Ability Enhancement Course (AEC)	RTM-281-AEC	Marathi / Hindi / Sanskrit	Theory	02	
	Co-curricular Course (CC)	RTM-289-CC	To be selected from the basket	Theory	02	
	Community Engagement Project (CEP)	RTM-295-CEP	Community Engagement Project (CEP)	Theory	02	
	Total Credits Semester-IV					22
	Cumulative Credits Semester III + Semester IV					46

Programme Outcomes for Vocational (B.Voc.) Degree Programme in accordance with National Education Policy-2020 [2023 pattern] with effect from Academic Year 2023-24

PO1	Technical Competence: Students will acquire specialized technical skills and knowledge relevant to their chosen vocation, enabling them to perform tasks effectively and efficiently in their respective industries.
PO2	Problem Solving Skills: Students will develop the ability to identify, analyze, and solve problems encountered in their vocational field, using both theoretical knowledge and practical experience.
PO3	Employability Skills: Students will gain employability skills such as communication, teamwork, leadership, adaptability, and professionalism, which are essential for success in the workplace.
PO4	Industry Relevance and entrepreneurial abilities: The students will adopt knowledge and skills that are relevant to the current needs and required practices of the industry or sector, they are entering. Students focus on fostering entrepreneurial skills, equipping students with the knowledge and capabilities to start and manage their own businesses in their chosen field.
PO5	Ethical and Social Responsibility: Students will be aware of the ethical considerations and social responsibilities associated with their vocational field, and they will be able to apply ethical principles in their professional practices.
PO6	Environmental Awareness: The students should be able to ability to apply the knowledge, skills, attitudes and values required to take appropriate action for justifying the effect of environmental degradation, climate change, pollution control, effective waste management etc.
PO7	Research and Innovations: Depending on the programme, students may develop research and innovation skills, enabling them to contribute to advancements and improvements within their vocational field.
PO8	Global Perspective: In an increasingly interconnected world, programmes may emphasize the importance of understanding global trends, markets, and perspectives relevant to the students' vocation.
PO9	Multidisciplinary studies: Students will adopt the multidisciplinary studies in an academic approach that integrate knowledge and methodology from various discipline to provide a comprehensive understanding of related job/business opportunities.
PO10	Community Engagement: The students will be able to demonstrate the capability to participate in community-engaged services/activities for promoting the wellbeing of society.

SYLLABUS (CBCS as per NEP 2020) For S.Y. B. Voc. Retail Management (w. e. f. June, 2024)

Name of the Programme	: B. Voc. Retail Management
Programme Code	: UVRTM
Class	: S. Y. B.Voc. Retail Management
Semester	: III
Course Type	: MJM (Theory)
Course Code	: RTM-201- MJM (T)
Course Title	: Human Resource Management-I
No. of Lectures	: 30
No. of Credit	: 02

A) Course Objectives:

1. To understand the fundamentals of HRM.
2. To understand the effectively manage an organization's workforce to achieve its strategic goals and objectives.
3. To describe the role HRM in Organization.
4. To learn the concept of Human Resource Planning.
5. To understand the concept of Job Analysis.
6. To understand the procedure for Recruitment and Selection.
7. To understand the concept Induction and Placement.

B) Course Outcomes:

CO1-Concept of Human Recourse Management.

CO2-Role HRM in Organization.

CO3-Functions of HRM in organization.

CO 4-Concept of Human Resource Planning.

CO5-Know about factors affecting to HRP.

CO6- Able to know about job analysis process.

CO7- Process of Recruitment and Selection.

Topics/ Contents

Units	Title & Content	No. of lectures
Unit1	1. Introduction of Human Recourse Management: 1.1 Meaning, Nature and Scope of HRM. 1.2 Evolution of HRM. 1.3 Functions and objectives of HRM. 1.4 Role of HRM. 1.5 Importance of HRM.	10
Unit2	2. Human Resource Planning: 2.1 Meaning, Definition and Purposes of HRP. 2.2 Process of HRP. 2.3 Factors affecting to HRP. 2.4 Job Analysis.	10
Unit3	3. Recruitment and Selection: 3.1 Meaning and Definition of Recruitment. 3.2 Types of Recruitment (Internal & External). 3.3 Meaning, Definition of Selection. 3.4 Selection Process and Types of Selection Tests.	10

Reference Books:

1. Aswathappa K(2007) Human Resource and Personnel Management, Tata McGraw Hill, 5th Ed.
2. Rao VSP (2009) Human Resource Management, Text and Cases, Excel Books, 2nd Ed.
3. Ivansevich(2007)- Human Resource Management, Tata McGraw Hill, 10th Ed.
4. Dessler(2009) Human Resource Management, Prentice Hall, 10th Ed.
5. Bernard(2009) Human Resource Management, Tata McGraw Hill, 4th Ed.

Mapping of this course with Programme Outcomes

Course Outcomes	Programme Outcomes(POs)									
	PO1	PO2	PO3	PO4	PO5	PO6	PO7	PO8	PO9	PO10
CO1	2	1	3	2	2	-	-	-	2	1
CO2	-	-	1	-	-	-	-	-	-	-
CO3	1	1	-	-	-	-	-	-	-	3
CO4	1	2	-	-	-	-	-	-	-	-
CO5	-	2	-	-	-	-	-	-	-	-
CO6	2	-	1	-	-	-	-	-	-	-
CO7	2	-	-	-	-	-	-	-	-	-

Weight: 1-Partiallyrelated 2 – Moderately Related 3 –Strongly related

Justification for the mapping

PO1 Technical Competence: Students will acquire specialized technical skills and knowledge relevant to their chosen vocation, enabling them to perform tasks effectively and efficiently in their respective industries.

CO1.Students will acquire specialized technical skills to perform the tasks effectively and efficiently with the help of Human Recourse Management in organization.

CO3. Student will also able to learn and manage the functions of HRM by using various technical skills in organization.

CO 4. Student will learn how to manage human resource planning with the help of technical skills in organization.

CO6.Student will able to know about job analysis process by using technical skills.

CO7.Student will understand the exact process of Recruitment and Selection by using machine and technical skills.

PO2 Problem Solving Skills: Students will develop the ability to identify, analyze, and solve problems encountered in their vocational field, using both theoretical knowledge and practical experience.

CO1.Students will develop the ability to identify, analyze, and solve problems by using both theoretical knowledge and practical experience in concept of Human Recourse Management.

CO3. Students will develop the ability to identify, analyze, and solve problems by using both theoretical knowledge and practical experience in functions of HRM in organization.

CO4. Student will learn to manage the Human Resource Planning in organization by using theoretical knowledge and practical experience.

CO5.Student will know about how to handle the problems which are creating in organization or in employees.

PO3: Employability Skills: Students will gain employability skills such as communication, teamwork, leadership, adaptability, and professionalism, which are essential for success in the workplace.

CO1.Students will gain employability skills such as communication, teamwork, leadership which are essential for success in the concept of HRM.

CO2.Student will gain the communication, teamwork and leadership role in HRM.

CO6.Students will gain employability skills such as communication, teamwork, leadership, which are essential for success in the workplace to know about job analysis process.

PO4 Industry Relevance and entrepreneurial abilities: The students will adopt knowledge and skills that are relevant to the current needs and required practices of the industry or sector, they are entering. Students focus on fostering entrepreneurial skills, equipping students with the knowledge and capabilities to start and manage their own businesses in their chosen field.

CO1.In HRM students will adopt knowledge and skills that are relevant to the current needs and required practices of the industry with the knowledge and capabilities to start and manage their own businesses.

PO5 Ethical and Social Responsibility: Students will be aware of the ethical considerations and social responsibilities associated with their vocational field, and they will be able to apply ethical principles in their professional practices.

CO1.Students will be aware of the ethical considerations and social responsibilities associated with their vocational field, and they will be able to apply ethical principles in their professional practices with HRM.

PO6 Environmental Awareness: The students should be able to ability to apply the knowledge, skills, attitudes and values required to take appropriate action for Justifying the effect to f environmental degradation, climate change, pollution control, effective waste management etc.

PO7 Research and Innovations: "Depending on the Programme, students may develop research and innovation skills, enabling them to contribute to advancements and improvements within their vocational field."

PO8 Global Perspective: In an increasingly interconnected world, programs may emphasize the importance of understanding global trends, markets, and perspectives relevant to the students' vocation.

PO9 Multidisciplinary studies: Students will adopt the multidisciplinary studies in an academic approach that integrate knowledge and methodology from various disciplines to provide a comprehensive understanding of related job/business opportunities.

CO1. Students will adopt the multidisciplinary studies in HRM that integrate knowledge and methodology from various disciplines to provide a comprehensive understanding of related job/business opportunities.

PO10 Community Engagement: The students will be able to demonstrate the capability to participate in community-engaged services/activities for promoting the well-being of society.

CO1. The students will be able to demonstrate the capability to participate in community-engaged services/activities for promoting the well-being of society in organization with the help of human resource management.

CO 4. Students will be able to demonstrate the capability to participate in community-engaged services/activities for promoting the well-being of society in organization with the help of human resource planning.

SYLLABUS (CBCS as per NEP 2020) For S.Y. B. Voc. Retail Management (w. e. f. June, 2024)

Name of the Programme	: B. Voc. Retail Management
Program Code	: UVRTM
Class	: S.Y.B. Voc. Retail Management
Semester	: III
Course Type	: Major (Theory)
Course Name	: Principles of Finance-I
Course Code	: RTM-202-MJM (T)
No. of Lectures	: 30
No. of Credits	: 02

A) Course Objectives:

- 1) To understand the role of the financial manager within the firm and the goal for making financial choices.
- 2) To analyze financial markets and their environment.
- 3) To analyze financial planning process elements in household finance: personal financial life cycle, financial statements.
- 4) To analyze goals of the firm and role of the financial manager in financial decision making.
- 5) To understand and evaluate relationships among financial decisions.
- 6) To understand difference between short and long financing decisions.
- 7) To work in teams, present work results in writing and oral presentation.

B) Course Outcomes:

- CO1-** Utilize time value of money principles to value bonds and shares.
- CO2-** Employ various capital budgeting techniques to evaluate investment projects.
- CO3-** Determine the risk and return of various investment assets.
- CO4-** Explain and apply the theory of capital structure.
- CO5-** Demonstrate proficiencies in reading, writing, listening, presentation, spreadsheet application and decision making
- CO6-** Analyze principles, techniques and major functions of finance in business and organizations.
- CO7-** Work independently and with others of diverse backgrounds.
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Unit	Title & Content	No. of Lectures
Unit– I	1. Introduction To Finance 1.1 Definition, Nature and Scope of Finance Function & Importance of Finance 1.2 Financial Management- Meaning, Scope and Objectives. 1.3 Organizational Framework of Financial management- Relation of Finance 1.4 Department with other departments[Finance, Marketing, HR, Production]- Role of Finance Managers.	12
Unit–II	2. Financial Planning 2.1 Meaning, Concept, Objectives, Types, and Steps of financial planning. 2.2 Significance, Basic Considerations, Limitations of financial planning.	08
Unit–III	3. Sources of Finance 3.1 Internal and External Sources of Finance. 3.2 Sources: IPO, Shares- meaning, types, advantages and limitations. 3.3 Debentures - Meaning, types, advantages and limitations. 3.4 Small Financing Institute- Private or Govt. MSME (Introduce Govt. Schemes to raise fund for small finance)	10

Reference Books:

1. P.V. Kulkarni - Financial Management - Himalaya Publishing House, Mumbai.
2. S.C. Kuchal - Corporation Finance - Chaitanya Publishing House, Allahabad.

Mapping of this course with Programme Outcomes

Course Outcomes	Programme Outcomes(POs)									
	PO1	PO2	PO3	PO4	PO5	PO6	PO7	PO8	PO9	PO10
CO1	1	-	1	-	-	-	-	-	-	-
CO2	2	-	-	-	-	-	-	-	-	-
CO3	-	-	1	1	-	-	-	-	-	-
CO4	-	-	2	-	-	-	1	-	-	-
CO5	1	1	1	1	-	-	-	-	-	-
CO6	-	1	-	3	-	-	-	-	-	-
CO7	-	-	2	2	-	-	-	-	1	-

Weight: 1-Partially related 2 – Moderately Related 3 –Strongly related

Justification for the mapping

PO1: Technical Competence: Students will acquire specialized technical skills and knowledge relevant to their chosen vocation, enabling them to perform tasks effectively and efficiently in their respective industries.

CO1- Utilize time value of money principles to value bonds and shares.

CO2- Employ various capital budgeting techniques to evaluate investment projects.

CO5- Demonstrate proficiencies in reading, writing, listening, presentation, spreadsheet application and decision making

PO2 Problem Solving Skills: Students will develop the ability to identify, analyze, and solve problems encountered in their vocational field, using both theoretical knowledge and practical experience.

CO5- Demonstrate proficiencies in reading, writing, listening, presentation, spreadsheet application and decision making

CO6- Analyze principles, techniques, and major functions of finance in business and organizations.

PO3: Employability Skills: Students will gain employability skills such as communication, teamwork, leadership, adaptability, and professionalism, which are essential for success in the workplace.

CO1- Utilize time value of money principles to value bonds and shares.

CO3- Determine the risk and return of various investment assets.

CO4- Explain and apply the theory of capital structure.

CO5- Demonstrate proficiencies in reading, writing, listening, presentation, spreadsheet application and decision making

CO7- Work independently and with others of diverse backgrounds.

PO4: Industry Relevance and Entrepreneurial abilities: The students will adopt knowledge and skills relevant to the current needs and required practices of the industry or sector they are entering. Students focus on fostering entrepreneurial skills, equipping students with the knowledge and capabilities to start and manage their businesses in their chosen field.

CO3- Determine the risk and return of various investment assets.

CO5- Demonstrate proficiencies in reading, writing, listening, presentation, spreadsheet application and decision making

CO6- Analyze principles, techniques, and major functions of finance in business and organizations.

CO7- Work independently and with others of diverse backgrounds.

PO5: Ethical and Social Responsibility: Students will be aware of the ethical considerations and social responsibilities associated with their vocational field, and they will be able to apply ethical principles in their professional practices.

PO6 Environmental Awareness: The students should be able to ability to apply the knowledge, skills, attitudes, and values required to take appropriate action to justify the effects of environmental degradation, climate change, pollution control, effective waste management etc.

PO7: Research and Innovations: Depending on the programme, students may develop research and innovation skills, enabling them to contribute to advancements and improvements within their vocational field.

CO4- Explain and apply the theory of capital structure.

PO8: Global Perspective: In an increasingly interconnected world, programmes may emphasize the importance of understanding global trends, markets, and perspectives relevant to the students' vocation.

PO9: Multidisciplinary studies: Students will adopt the multidisciplinary studies in an academic approach that integrate knowledge and methodology from various disciplines to provide a comprehensive understanding of related job/business opportunities.

CO7- Work independently and with others of diverse backgrounds.

PO10: Community Engagement: The students will be able to demonstrate the capability to participate in community-engaged services/activities for promoting the well-being of society.

SYLLABUS (CBCS as per NEP 2020) For S. Y. B. Voc. Retail Management (w. e. f. June, 2024)

Name of the Programme	: B. Voc. Retail Management
Program Code	: UVRTM
Class	: S.Y.B. Voc. Retail Management
Semester	: III
Course Type	: Major (Practical)
Course Name	: Business Accounting-I
Course Code	: RTM-203-MJM (P)
No. of Lectures	: 60
No. of Credits	: 02

A) Course Objectives:

- 1) To know about business accounting.
- 2) To know how to record business day to day transactions.
- 3) To impart the knowledge about prepare Financial statements in accordance with appropriate standards.
- 4) To understand the basic terms of accounting.
- 5) To know the how to fill various documents.
- 6) To preparing financial statements in accordance with appropriate standards.

B) Course Outcomes:

- CO1 - The main outcome of this course is to acquaint students of business accounting.
- CO2- Enable students to acquire Practical and Theoretical Knowledge.
- CO3- Acquaint students about accounting software's in regular transactions.
- CO4- Understand the process of recording and classifying the business transactions and events
- CO5- Understand the financial statements, viz., Profit and Loss Account, Balance Sheet, and cash flow statement of a sole proprietor.
- CO6- Understand the role of IFRS/Ind-AS in accounting discipline.
- CO7- Understanding of financial distress or bankruptcy prediction and how to analyse management quality means the concept of beyond balance sheet.
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Topics/Contents

Units	Title & Content	No. of Lectures
Unit– I	1. Introduction To Business Accounting 1.1 Introduction, Meaning, Definition of Business Accounting. 1.2 Scope and Objectives of Accounting. 1.3 Principles of Accounting Concepts and Conventions, Accounting Standard, IFRS-Introduction 1.4 Basic Accounting Terms.	20
Unit–II	2. Source Documents Required for Accounting 2.1 Meaning, Contents and Specimen, Voucher-Internal-External 2.2 Cash & Petty Cash Voucher, Cash & Credit Memo 2.3 Pay in slip, Withdraw Slip 2.4 Cheque – Bearer, Order, Crossed Account Payee, RTGS-NEFT Practical – a) Crossed Cheque b) Bearer Cheque C) DD d) RTGS-NEFT e) Deposit-Withdraw Slip f) CC	20
Unit–III	3. Basics Procedure In Accounting 3.1 Meaning, Importance and Utility of Journal 3.2 Specimen of Journal 3.3 Writing of Journal Entries. 3.4 Ledger Practical – 10 Journal Entries Problems	20

Reference Books:

1. Fundamentals of Accounting & Financial Analysis: By Anil Chowdhary Pearson Education
2. Accounting Made Easy By Rajesh Agarwal & R Srinivasan (Tata McGraw –Hill)
3. An Introduction to Accountancy- S.N. Maheshwari & S.K. Maheshwari (Vikas Publishing)

Mapping of this course with Programme Outcomes

Course Outcomes	Programme Outcomes(POs)									
	PO1	PO2	PO3	PO4	PO5	PO6	PO7	PO8	PO9	PO10
CO1	2	1	1	-	-	-	-	-	1	-
CO2	-	2	1	2	-	-	1	-	1	-
CO3	2	-	2	-	-	-	2	-	-	-
CO4	-	1	1	-	-	-	1	-	-	-
CO5	1	-	1	2	-	-	-	-	-	-
CO6	2	-	1	1	-	-	-	-	-	-
CO7	3	-	2	-	-	-	2	1	1	-

Weight: 1-Partiallyrelated

2 – Moderately Related

3 –Strongly related

Justification for the mapping

PO1: Technical Competence: Students will acquire specialized technical skills and knowledge relevant to their chosen vocation, enabling them to perform tasks effectively and efficiently in their respective industries.

CO1 - The main outcome of this course is to acquaint students of business accounting.

CO3 - Acquaint students about accounting software's in regular transactions.

CO5 - Understand the financial statements, viz., Profit and Loss Account, Balance Sheet, and cash flow statement of a sole proprietor.

CO6 - Understand the role of IFRS/Ind-AS in accounting discipline.

CO7 - Understanding of financial distress or bankruptcy prediction and how to analyse management quality means the concept of beyond balance sheet.

PO2 Problem Solving Skills: Students will develop the ability to identify, analyze, and solve problems encountered in their vocational field, using both theoretical knowledge and practical experience.

CO1 - The main outcome of this course is to acquaint students of business accounting.

CO2 - Enable students to acquire Practical and Theoretical Knowledge.

CO4 - Understand the process of recording and classifying the business transactions and events

PO3: Employability Skills: Students will gain employability skills such as communication, teamwork, leadership, adaptability, and professionalism, which are essential for success in the workplace.

CO1 - The main outcome of this course is to acquaint students of business accounting.

CO2 - Enable students to acquire Practical and Theoretical Knowledge.

CO3 - Acquaint students about accounting software's in regular transactions.

CO4 - Understand the process of recording and classifying the business transactions and events

CO5 - Understand the financial statements, viz., Profit and Loss Account, Balance Sheet, and cash flow statement of a sole proprietor.

CO6 - Understand the role of IFRS/Ind-AS in accounting discipline.

CO7 - Understanding of financial distress or bankruptcy prediction and how to analyze management quality means the concept of beyond balance sheet.

PO4: Industry Relevance and Entrepreneurial abilities: The students will adopt knowledge and skills relevant to the current needs and required practices of the industry or sector they are entering. Students focus on fostering entrepreneurial skills, equipping students with the knowledge and capabilities to start and manage their businesses in their chosen field.

CO2 - Enable students to acquire Practical and Theoretical Knowledge.

CO5 - Understand the financial statements, viz., Profit and Loss Account, Balance Sheet, and cash flow statement of a sole proprietor.

CO6 - Understand the role of IFRS/Ind-AS in accounting discipline.

PO5: Ethical and Social Responsibility: Students will be aware of the ethical considerations and social responsibilities associated with their vocational field, and they will be able to apply ethical principles in their professional practices.

PO6 Environmental Awareness: The students should be able to ability to apply the knowledge, skills, attitudes, and values required to take appropriate action to justify the effects of environmental degradation, climate change, pollution control, effective waste management etc.

PO7: Research and Innovations: Depending on the program, students may develop research and innovation skills, enabling them to contribute to advancements and improvements within their vocational field.

CO2 - Enable students to acquire Practical and Theoretical Knowledge.

CO3 - Acquaint students about accounting software's in regular transactions.

CO4 - Understand the process of recording and classifying the business transactions and events

CO7 - Understanding of financial distress or bankruptcy prediction and how to analyze management quality means the concept of beyond balance sheet.

PO8: Global Perspective: In an increasingly interconnected world, programs may emphasize the importance of understanding global trends, markets, and perspectives relevant to the students' vocation.

PO9: Multidisciplinary studies: Students will adopt the multidisciplinary studies in an academic approach that integrates knowledge and methodology from various disciplines to provide a comprehensive understanding of related job/business opportunities.

CO1 - The main outcome of this course is to acquaint students of business accounting.

CO2 - Enable students to acquire Practical and Theoretical Knowledge.

CO7 - Understanding of financial distress or bankruptcy prediction and how to analyze management quality means the concept of beyond balance sheet.

PO10: Community Engagement: The students will be able to demonstrate the capability to participate in community-engaged services/activities for promoting the well-being of society.

SYLLABUS (CBCS as per NEP 2020) For S.Y. B. Voc. Retail Management (w. e. f. June, 2024)

Name of the Programme	: B. Voc. Retail Management
Programme Code	: UVRTM
Class	: S. Y. B. Voc. Retail Management
Semester	III
Course Type	: Major Practical
Course Code	: RTM-204- MJM (P)
Course Title	: Cost Accounting-I
No. of Lectures	: 60
No. of Credit	: 02

A) Course Objectives:

- 1) To know about basics of cost accounting concepts.
- 2) To understand the origin and objectives of Cost accounting.
- 3) To know about advantages and limitations of Cost Accounting in organization.
- 4) To understand the elements of Cost and cost classification.
- 5) To know how to make the inventory records.
- 6) To understand the difference between Financial Accounting and Cost Accounting.
- 7) To understand how to prepare and maintain cost sheet.

B) Course Outcomes:

- CO1-**The main outcome of this course is to get the knowledge of concept of cost accounting in detail.
- CO2-** Prepare production cost statement and cost of goods sold statement.
- CO3-** Explain the difference between cost and financial accounting.
- CO4-** Makes the inventory records.
- CO5-** To Preparation of cost sheet.
- CO6-** Understands the needs and methods of cost classification.
- CO7-** To understand the concept of Cost Unit and Cost Centers.
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Topics and Learning Points

Units	Title & Content	No.of lecture
Unit1	4. Introduction of Cost Accounting: 4.1 Concept of cost, Costing, Cost Accounting & Cost Accountancy. 4.2 Origin and objectives of cost Accounting. 4.3 Advantages and Limitations of Cost Accounting. 4.4 Difference between Financial and Cost Accounting. 4.5 Cost Unit & Cost Centre.	20
Unit2	5. Elements of Cost: 5.1 Elements of Cost: Material, Labor and Expenses. 5.2 Classification of cost & Need of Cost Classification. 5.3 Methods of Cost Classification. 5.4 Division of Costs.	10
Unit3	6. Preparation of Cost Sheet: 6.1 Meaning, Definition and Purposes of Cost Sheet. 6.2 Performa of Cost Sheet. 6.3 Illustration of cost sheet.	30

Reference Books:

1. Advanced cost Accounting by Saxena and Vasistha.
2. Advanced cost Accounting by S. P. Jain and Narang.
3. Cost Accounting by S. N. Maheshwari
4. Cost Accounting by Ratnam.
5. Cost Accounting – Bhatta HSM, Himalaya Publication
6. Cost Accounting – Prabhu Dev , Himalaya Publication

Mapping of this course with Programme Outcomes

Course Outcomes	Programme Outcomes(POs)									
	PO1	PO2	PO3	PO4	PO5	PO6	PO7	PO8	PO9	PO10
CO1	2	2	-	1	-	-	-	-	-	-
CO2	3	3	-	1	-	-	-	-	-	-
CO3	2	2	1	-	-	-	-	-	-	-
CO4	3	3	-	1	-	-	-	-	-	-
CO5	3	3	-	1	-	-	-	-	-	-
CO6	-	-	-	-	-	-	-	-	-	-
CO7	3	2	-	-	-	-	-	-	-	-

Weight: 1-Partiallyrelated 2 – Moderately Related 3 –Strongly related

Justification for the mapping

PO1 Technical Competence: Students will acquire specialized technical skills and knowledge relevant to their chosen vocation, enabling them to perform tasks effectively and efficiently in their respective industries.

CO1 - Student will acquire the knowledge of concept of cost accounting in detail with the use of technical skills. And to perform tasks effectively and efficiently in their respective industries.

CO2 - Student will get the knowledge to Prepare production cost statement and cost of goods sold statement with the help of technical skills. And to perform tasks effectively and efficiently in their respective industries.

CO3 - Student will acquire the knowledge about Financial accounting and cost accounting. And also will acquire specialized technical skills to perform tasks effectively and efficiently.

CO4 - Students will get the technical knowledge to make the inventory records in relevant industry.

CO5 - Student will acquire specialized technical skills to perform tasks effectively and efficiently for Preparation of cost sheet.

CO7 - Student will acquire the technical knowledge about Cost Unit and Cost Centers and also studied about how to work on it effectively and efficiently with the use of technical skills.

PO2 Problem Solving Skills: Students will develop the ability to identify, analyze, and solve problems encountered in their vocational field, using both theoretical knowledge and practical experience.

CO1 - Students will develop the ability to identify, analyze, and solve problems encountered in the concept of cost accounting.

CO2 - Student will develop the ability to solve the problems on production cost statement and cost of goods sold statement.

CO3 - Students will learn about to solve the financial accounting problems in production industries by using theoretical knowledge and practical experience.

CO4 - Student will develop the ability to identify, analyze and solve problems to make the inventory records using theoretical knowledge and practical experience.

CO5 - Student will develop the ability to identify, analyze and to prepare a cost sheet by using both theoretical knowledge and practical experience.

CO7 - Students will develop the ability to identify, analyze, and solve problems to understand the concept of Cost Unit and Cost Centers.

PO3: Employability Skills: Students will gain employability skills such as communication, teamwork, leadership, adaptability, and professionalism, which are essential for success in the workplace.

CO3 - Students will gain employability skills such as communication, teamwork, leadership, adaptability, and professionalism, which are essential for success in the workplace.

PO4 Industry Relevance and entrepreneurial abilities: The Students focus on fostering entrepreneurial skills, equipping students with the knowledge and capabilities to start and manage their own businesses in their chosen field.

CO1 - Students will adopt the knowledge of concept of cost accounting to start and manage own business.

CO2 - Students will adopt knowledge and skills that are relevant to the current needs and required practices of industry to prepare production cost statement and cost of goods sold statement.

CO4 - Students will adopt knowledge and skills to make the inventory records of industry to manage business.

CO5 - Preparation of cost sheet is a helpful outcome for students to manage business.

PO5 Ethical and Social Responsibility: Students will be aware of the ethical considerations and social responsibilities associated with their vocational field, and they will be able to apply ethical principles in their professional practices.

PO6 Environmental Awareness: The students should be able to apply the knowledge, skills, attitudes, and values required to take appropriate action for justifying the effect of environmental degradation, climate change, pollution control, effective waste management etc.

PO7 Research and Innovations: Depending on the Programme, students may develop research and innovation skills, enabling them to contribute to advancements and improvements within their vocational field.

PO8 Global Perspective: In an increasingly interconnected world, programs may emphasize the importance of understanding global trends, markets, and perspectives relevant to the students' vocation.

PO9 Multidisciplinary studies: Students will adopt the multidisciplinary studies in an academic approach that integrate knowledge and methodology from various disciplines to provide a comprehensive understanding of related job/business opportunities.

PO10 Community Engagement: The students will be able to demonstrate the capability to participate in community-engaged services/activities for promoting the well-being of society.

SYLLABUS (CBCS as per NEP 2020) For S.Y. B. Voc. Retail Management (w. e. f. June, 2024)

Name of the Programme	: B. Voc. Retail Management
Program Code	: UVRTM
Class	: F.Y.B. Voc. Retail Management
Semester	: III
Course Type	: MN (Theory)
Course Name	: Principles of Management-I
Course Code	: RTM-211-MN (T)
No. of Lectures	:30
No. of Credits	:02

A) Course Objectives:

1. To know about basics principles of management
2. To understand the planning and decision making process
3. To outline the fundamental activities of managers.
4. To explain the basic concepts, principles and theories of management.
5. To examine the broad functions of management

B) Course Outcomes:

- CO1** - The main outcome of this course is to acquaint students of basics of Principles of Management in any organization.
- CO2** -Understand the Basic management functions of Planning Organizing Leading and Controlling.
- CO3** -Understand Management theories.
- CO4** -Understand how Corporate Culture and Organizational design effect the management.
- CO5** – Understand the challenges in Management.
- CO6** - Formulate strategies for the efficient and effective management.
- CO7** – Understand the concept of delegation of authority in management.
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TOPICS/CONTENTS

Units	Title & Content	No. of Lectures
Unit– I	1. Basics of Management 1.1 Meaning, Definition of Management: 1.2 Importance of Management 1.3 Role of managers. 1.4 The Management Process. 1.5 Management Thought with reference to FW Taylor & Henry Fayol, Max Weber, Indian Experts.	08
Unit–II	2. Planning and Forecasting 2.1 Planning:-Meaning, Definition 2.2 Nature 2.3 Importance 2.4 Steps in Planning 2.5 Limitations of Planning. 2.6 Forecasting-Meaning & Techniques.	10
Unit–III	3. Organization and Direction 3.1 Meaning, Types of Organization Process. 3.2 Departmentalization, Organization Structure, Authority and Responsibility. 3.3 Delegation of authority, Difficulties in delegation of Authority. 3.4 Centralization verses Decentralization.	12

Reference Books:

1. Stephen Robbin Et.al: Management, Pearson Publishers.
2. Principles of Management – Koontz & O’Donnel
3. The Management Process – R S Davar
4. Essentials of Management – Koontz & O’ Donnel Tralel McGrow Hill Publishing House
5. Business Administration – Mritunjoy Banerjee
6. Principles & Practice – T N Chhabra, Dhanapat Rai & Co. of Management.
7. Management – LM .Prasad.
8. Super Highway: Bill Gates Foundation

Mapping of this course with Programme Outcomes

Course Outcomes	Programme Outcomes(POs)									
	PO1	PO2	PO3	PO4	PO5	PO6	PO7	PO8	PO9	PO10
CO1	-	3	1	3	-	-	-	-	-	-
CO2	-	3	3	3	-	-	-	-	-	-
CO3	-	3	-	3	-	-	-	-	-	-
CO4	-	3	-	3	-	-	-	-	-	-
CO5	-	3	-	3	-	-	-	-	-	-
CO6	-	3	2	3	-	-	-	-	-	-
CO7	-	3	3	3	-	-	-	-	-	-

Weight: 1-Partially related 2 – Moderately Related 3 –Strongly related

Justification for the mapping

PO1 Technical Competence: Students will acquire specialized technical skills and knowledge relevant to their chosen vocation, enabling them to perform tasks effectively and efficiently in their respective industries.

PO2 Problem Solving Skills: Students will develop the ability to identify, analyze, and solve problems encountered in their vocational field, using both theoretical knowledge and practical experience.

CO1 - Students will develop the ability to identify, analyze, and solve problems encountered in their vocational field, using theoretical knowledge of basics of Principles of Management in any organization.

CO2 - Students will develop the ability to identify, analyze, and solve problems encountered in their vocational field, using theoretical knowledge of basic management functions of Planning Organizing Leading and Controlling.

CO3 - Students will develop the ability to identify, analyze, and solve problems encountered in their vocational field, using theoretical knowledge of Management theories.

CO4 - Students will develop the ability to identify, analyze, and solve problems encountered in their vocational field, using theoretical knowledge of Corporate Culture and Organizational design effect the management.

CO5 – Students will develop the ability to identify, analyze, and solve problems encountered in their vocational field, using theoretical knowledge of challenges in Management.

CO6 - Students will develop the ability to identify, analyze, and solve problems encountered in their vocational field, using theoretical knowledge to Formulate strategies for the efficient and effective management.

CO7 – Students will develop the ability to identify, analyze, and solve problems encountered in their vocational field, using theoretical knowledge of delegation of authority in management.

PO3 Employability Skills: Students will gain employability skills such as communication, teamwork, leadership, adaptability, and professionalism, which are essential for success in the workplace.

CO1 - Students will gain employability skills such as communication, teamwork, leadership, adaptability, and professionalism of basics of Principles of Management in any organization.

CO2 - Students will gain employability skills such as communication, teamwork, leadership, adaptability, and professionalism through basic management functions of Planning Organizing Leading and Controlling.

CO6 - Students will gain employability skills such as communication, teamwork, leadership, adaptability, and professionalism through for the efficient and effective management.

CO7 – Students will gain employability skills such as communication, teamwork, leadership, adaptability, and professionalism for delegation of authority in management.

PO4 Industry Relevance and entrepreneurial abilities: The students will adopt knowledge and skills that are relevant to the current needs and required practices of the industry or sector, they are entering. Students focus on fostering entrepreneurial skills, equipping students with the knowledge and capabilities to start and manage their own businesses in their chosen field.

CO1 - The students will adopt knowledge of basics of Principles of Management in any organization that are relevant to the current needs and required practices of the industry or sector, they are entering.

CO2 - The students will adopt knowledge of Basic management functions of Planning Organizing Leading and Controlling that are relevant to the current needs and required practices of the industry or sector, they are entering.

CO3 - The students will adopt knowledge of Management theories that are relevant to the current needs and required practices of the industry or sector, they are entering.

CO4 - The students will adopt knowledge of how Corporate Culture and Organizational design effect the management that are relevant to the current needs and required practices of the industry or sector, they are entering.

CO5 – The students will adopt knowledge of challenges in Management that are relevant to the current needs and required practices of the industry or sector, they are entering.

CO6 - The students will adopt knowledge of formulate strategies for the efficient and effective management that are relevant to the current needs and required practices of the industry or sector, they are entering.

CO7 – The students will adopt knowledge of delegation of authority in management that are relevant to the current needs and required practices of the industry or sector, they are entering.

PO5 Ethical and Social Responsibility: Students will be aware of the ethical considerations and social responsibilities associated with their vocational field, and they will be able to apply ethical principles in their professional practices.

PO6 Environmental Awareness: The students should be able to ability to apply the knowledge, skills, attitudes and values required to take appropriate action for justifying the effect of environmental degradation, climate change, pollution control, effective waste management etc.

PO7 Research and Innovations: Depending on the programme, students may develop research and innovation skills, enabling them to contribute to advancements and improvements within their vocational field.

PO8 Global Perspective: In an increasingly interconnected world, programmes may emphasize the importance of understanding global trends, markets, and perspectives relevant to the students' vocation.

CO2 -Students will understand basic management functions of Planning Organizing Leading and Controlling used at global level.

PO9 Multidisciplinary studies: Students will adopt the multidisciplinary studies in an academic approach that integrate knowledge and methodology from various discipline to provide a comprehensive understanding of related job/businessopportunities.

PO10 Community Engagement: The students will be able to demonstrate the capability to participate in community-engaged services/activities for promoting the wellbeing of society.

SYLLABUS (CBCS as per NEP 2020) For S.Y. B. Voc. Retail Management (w. e. f. June, 2024)

Name of the Programme	: B. Voc. Retail Management
Program Code	: UVRTM
Class	: S.Y.B. Voc. Retail Management
Semester	: III
Course Type	: Minor (Practical)
Course Name	: Service Marketing-I
Course Code	: RTM-212-MN (P)
No. of Lectures	: 60
No. of Credits	: 02

A) Learning Objectives:

- 1) To know about Service marketing in retail sector.
- 2) To understand the concept of services and intangible products.
- 3) To discuss the relevance of the services Industry to Industry.
- 4) To examine the characteristics of the services industry and the modus operandi.
- 5) To analyze the role and relevance of Quality in Services.
- 6) To visualize future changes in the Services Industry.
- 7) To acquaint students of sales management and service concept.

B) Learning Outcomes:

- CO1** - Understand the basic concepts of service marketing in the retail sector.
CO2 - Comprehend the idea of services and intangible products.
CO3 - Discuss the importance of the services industry to other industries.
CO4 - Analyze characteristics and modus operandi of the services industry.
CO5 - Evaluate the role of quality in the services industry.
CO6 - Predict future changes in the services industry.
CO7 - Introduce students to sales management and service concept.
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Topics/Contents:

Units	Title & Content	No. of Lectures
Unit– I	Introduction Introduction of service marketing environment. Definition of service marketing. Characteristics of services, importance of scanning environment. Types of marketing - External environment/Internal Environment 7 P's of Service Marketing.	20
Unit–II	Service to Consumer Behavior Customer needs and expectations Division making roles. Three stage model of service consumption a) pre-purchase stage b) service encounter stage c) post encounter stage, service tried.	20
Unit–III	Service Distribution Use of intermediaries in service industry. Role of intermediaries. Decision effective distribution channel, types of intermediaries. Factors affecting choice of channels.	10
Unit–IV	Management of Service Quality Introduction & Definition Service quality models Improving service quality Practical: a) Visits to various service centers and understand this concept. b) Make a report how they provide service to the customers.	10

Mapping of this course with Programme Outcomes

Course Outcomes	Programme Outcomes(POs)									
	PO1	PO2	PO3	PO4	PO5	PO6	PO7	PO8	PO9	PO10
CO1	1	2	-	-	1	-	-	-	1	-
CO2	2	3	2	-	-	-	2	2	1	-
CO3	1	-	-	-	-	-	-	1	-	-
CO4	1	-	3	1	-	1	-	-	-	-
CO5	-	2	1	1	-	2	-	-	-	-
CO6	-	-	-	2	2	1	1	2	-	1
CO7	-	3	1	2	-	-	-	-	1	-

Weight: 1-Partiallyrelated

2–Moderatelyrelated

3–Stronglyrelated

Justification for the mapping

PO1: Technical Competence: Students will acquire specialized technical skills and knowledge relevant to their chosen vocation, enabling them to perform tasks effectively and efficiently in their respective industries.

CO1 - Understand the basic concepts of service marketing in the retail sector.

CO2 - Comprehend the idea of services and intangible products.

CO3 - Discuss the importance of the services industry to other industries.

CO4 - Analyze characteristics and modus operandi of the services industry.

PO2 Problem Solving Skills: Students will develop the ability to identify, analyze, and solve problems encountered in their vocational field, using both theoretical knowledge and practical experience.

CO1 - Understand the basic concepts of service marketing in the retail sector.

CO2 - Comprehend the idea of services and intangible products.

CO5 - Evaluate the role of quality in the services industry.

CO7 - Introduce students to sales management and service concept.

PO3: Employability Skills: Students will gain employability skills such as communication, teamwork, leadership, adaptability, and professionalism, which are essential for success in the workplace.

CO2 - Comprehend the idea of services and intangible products.

CO4 - Analyze characteristics and modus operandi of the services industry.

CO5 - Evaluate the role of quality in the services industry.

CO7 - Introduce students to sales management and service concept.

PO4: Industry Relevance and Entrepreneurial Abilities: The students will adopt knowledge and skills relevant to the current needs and required practices of the industry or sector they are entering. Students focus on fostering entrepreneurial skills, equipping students with the knowledge and capabilities to start and manage their businesses in their chosen field.

CO4 - Analyze characteristics and modus operandi of the services industry.

CO5 - Evaluate the role of quality in the services industry.

CO6 - Predict future changes in the services industry.

CO7 - Introduce students to sales management and service concept.

PO5: Ethical and Social Responsibility: Students will be aware of the ethical considerations and social responsibilities associated with their vocational field, and they will be able to apply ethical principles in their professional practices.

CO1 - Understand the basic concepts of service marketing in the retail sector. **CO6** - Predict future changes in the services industry.

PO6 Environmental Awareness: The students should be able to apply the knowledge, skills, attitudes, and values required to take appropriate action to justify the effects of environmental degradation, climate change, pollution control, effective waste management, etc.

CO4 - Analyze characteristics and modus operandi of the services industry.

CO5 - Evaluate the role of quality in the services industry.

CO6 - Predict future changes in the services industry.

PO7: Research and Innovations: Depending on the programme, students may develop research and innovation skills, enabling them to contribute to advancements and improvements within their vocational field.

CO2 - Comprehend the idea of services and intangible products.

CO6 - Predict future changes in the services industry.

PO8: Global Perspective: In an increasingly interconnected world, programmes may emphasize the importance of understanding global trends, markets, and perspectives relevant to the students' vocation.

CO2 - Comprehend the idea of services and intangible products.

CO3 - Discuss the importance of the services industry to other industries.

CO4 - Analyze characteristics and modus operandi of the services industry.

CO6 - Predict future changes in the services industry.

PO9: Multidisciplinary Studies: Students will adopt the multidisciplinary studies in an academic approach that integrates knowledge and methodology from various disciplines to provide a comprehensive understanding of related job/business opportunities.

CO1 - Understand the basic concepts of service marketing in the retail sector.

CO2 - Comprehend the idea of services and intangible products.

CO7 - Introduce students to sales management and service concept.

PO10: Community Engagement: The students will be able to demonstrate the capability to participate in community-engaged services/activities for promoting the well-being of society.



SYLLABUS (CBCS as per NEP 2020) For S.Y. B. Voc. Retail Management (w. e. f. June, 2024)

Name of the Programme	: B. Voc. Retail Management
Program Code	: UVRTM
Class	: S.Y.B. Voc. Retail Management
Semester	: III
Course Type	: OE (Theory)
Course Name	: Fundamental of Accounting-I
Course Code	: RTM-216-OE [T]
No. of Lectures	: 30
No. of Credits	: 02

- 1) To know about business accounting.
- 2) To know how to record business day to day transactions.

A) Course Objectives:

- 3) To impart the knowledge about prepare Financial statements in accordance with appropriate standards.
- 4) To understand the basic terms of accounting.
- 5) To know the how to fill various documents.
- 6) To preparing financial statements in accordance with appropriate standards.

B) Course Outcomes:

- CO1 - The main outcome of this course is to acquaint students of business accounting.
CO2- Enable students to acquire Practical and Theoretical Knowledge.
CO3- Acquaint students about accounting software's in regular transactions.
CO4- Understand the process of recording and classifying the business transactions and events
CO5- Understand the financial statements, viz., Profit and Loss Account, Balance Sheet, and cash flow statement of a sole proprietor.
CO6- Understand the role of IFRS/Ind-AS in accounting discipline.
CO7- Understanding of financial distress or bankruptcy prediction and how to analyse management quality means the concept of beyond balance sheet.
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Topics/Contents:

Unit	Title &Content	No. Of Lectures
Unit– I	1. Introduction To Business Accounting 1.1 Introduction, Meaning, Definition of Business Accounting. 1.2 Scope and Objectives of Accounting. 1.3 Principles of Accounting Concepts and Conventions, Accounting Standard, IFRS-Introduction 1.4 Basic Accounting Terms.	08
Unit–II	2. Source Documents Required for Accounting 2.1 Meaning, Contents and Specimen, Voucher-Internal-External 2.2 Cash & Petty Cash Voucher, Cash & Credit Memo 2.3 Pay in slip, Withdraw Slip 2.4 Cheque – Bearer, Order, Crossed Account Payee, RTGS-NEFT	12
Unit–III	3. Basics Procedure In Accounting 3.1 Meaning, Importance and Utility of Journal 3.2 Specimen of Journal 3.3 Writing of Journal Entries. 3.4 Ledger	10

Reference Books:

- Collins, Sandra K., Richard C. McKinnies, Eric Matthews, and Kevin S. Collins. "Succession Planning." *Health Care Manager* 32, no. 3 (2013): 233–38. <http://dx.doi.org/10.1097/hcm.0b013e31829d7386>.
- Garman, Andrew N., and Jeremy Glawe. "Succession planning." *Consulting Psychology Journal: Practice and Research* 56, no. 2 (2004): 119–28. <http://dx.doi.org/10.1037/1061-4087.56.2.119>.
- Land, Trudy. "Succession Planning." *Frontiers of Health Services Management* 36, no. 4 (2020): 1–2. <http://dx.doi.org/10.1097/hap.0000000000000086>.

Mapping of this course with Programme Outcomes

Course Outcomes	Programme Outcomes(POs)									
	PO1	PO2	PO3	PO4	PO5	PO6	PO7	PO8	PO9	PO10
CO1	2	1	1	-	-	-	-	-	1	-
CO2	-	2	1	2	-	-	1	-	1	-
CO3	2	-	2	-	-	-	2	-	-	-
CO4	-	1	1	-	-	-	1	-	-	-
CO5	1	-	1	2	-	-	-	-	-	-
CO6	2	-	1	1	-	-	-	-	-	-
CO7	3	-	2	-	-	-	2	1	1	-

Weight: 1-Partiallyrelated

2 – Moderately Related

3 –Strongly related

Justification for the mapping

PO1: Technical Competence: Students will acquire specialized technical skills and knowledge relevant to their chosen vocation, enabling them to perform tasks effectively and efficiently in their respective industries.

CO1 - The main outcome of this course is to acquaint students of business accounting.

CO3 - Acquaint students about accounting software's in regular transactions.

CO5 - Understand the financial statements, viz., Profit and Loss Account, Balance Sheet, and cash flow statement of a sole proprietor.

CO6 - Understand the role of IFRS/Ind-AS in accounting discipline.

CO7 - Understanding of financial distress or bankruptcy prediction and how to analyze management quality means the concept of beyond balance sheet.

PO2 Problem Solving Skills: Students will develop the ability to identify, analyze, and solve problems encountered in their vocational field, using both theoretical knowledge and practical experience.

CO1 - The main outcome of this course is to acquaint students of business accounting.

CO2 - Enable students to acquire Practical and Theoretical Knowledge.

CO4 - Understand the process of recording and classifying the business transactions and events

PO3: Employability Skills: Students will gain employability skills such as communication, teamwork, leadership, adaptability, and professionalism, which are essential for success in the workplace.

CO1 - The main outcome of this course is to acquaint students of business accounting.

CO2 - Enable students to acquire Practical and Theoretical Knowledge.

CO3 - Acquaint students about accounting software's in regular transactions.

CO4 - Understand the process of recording and classifying the business transactions and events

CO5 - Understand the financial statements, viz., Profit and Loss Account, Balance Sheet, and cash flow statement of a sole proprietor.

CO6 - Understand the role of IFRS/Ind-AS in accounting discipline.

CO7 - Understanding of financial distress or bankruptcy prediction and how to analyze management quality means the concept of beyond balance sheet.

PO4: Industry Relevance and Entrepreneurial abilities: The students will adopt knowledge and skills relevant to the current needs and required practices of the industry or sector they are entering. Students focus on fostering entrepreneurial skills, equipping students with the knowledge and capabilities to start and manage their businesses in their chosen field.

CO2 - Enable students to acquire Practical and Theoretical Knowledge.

CO5 - Understand the financial statements, viz., Profit and Loss Account, Balance Sheet, and cash flow statement of a sole proprietor.

CO6 - Understand the role of IFRS/Ind-AS in accounting discipline.

PO5: Ethical and Social Responsibility: Students will be aware of the ethical considerations and social responsibilities associated with their vocational field, and they will be able to apply ethical principles in their professional practices.

PO6 Environmental Awareness: The students should be able to apply the knowledge, skills, attitudes, and values required to take appropriate action to justify the effects of environmental degradation, climate change, pollution control, effective waste management, etc.

PO7: Research and Innovations: Depending on the program, students may develop research and innovation skills, enabling them to contribute to advancements and improvements within their vocational field.

CO2 - Enable students to acquire Practical and Theoretical Knowledge.

CO3 - Acquaint students about accounting software's in regular transactions.

CO4 - Understand the process of recording and classifying the business transactions and events

CO7 - Understanding of financial distress or bankruptcy prediction and how to analyze management quality means the concept of beyond balance sheet.

PO8: Global Perspective: In an increasingly interconnected world, programs may emphasize the importance of understanding global trends, markets, and perspectives relevant to the students' vocation.

CO7 - Understanding of financial distress or bankruptcy prediction and how to analyze management quality means the concept of beyond balance sheet.

PO9: Multidisciplinary Studies: Students will adopt the multidisciplinary studies in an academic approach that integrate knowledge and methodology from various disciplines to provide a comprehensive understanding of related job/business opportunities.

CO1 - The main outcome of this course is to acquaint students of business accounting.

CO2 - Enable students to acquire Practical and Theoretical Knowledge.

CO7 - Understanding of financial distress or bankruptcy prediction and how to analyze management quality means the concept of beyond balance sheet.

PO10: Community Engagement: The students will be able to demonstrate the capability to participate in community-engaged services/activities for promoting the well-being of society.

SYLLABUS (CBCS as per NEP 2020) For S.Y. B. Voc. Retail Management (w. e. f. June, 2024)

Name of the Programme	: B. Voc. Retail Management
Program Code	: UVRTM
Class	: F.Y.B. Voc. Retail Management
Semester	III
Course Type	: VSC (Practical)
Course Name	: Store Layout and Design
Course Code	: RTM-221-VSC (P)
No. of Lectures	: 60
No. of Credits	: 02

A) Course Objectives:

- 1) To know about basics of store layout.
- 2) To understand the concept retail space management.
- 3) To elaborate about store interior and exterior.

B) Course Outcomes:

- CO1**-Students will learn how to create the attractive store layout to attract the customers.
- CO2**-Students will learn how to create the attractive store interior and exterior.
- CO3**-Build and create own retail designs
- CO4**-Create visual merchandising planograms
- CO5**-Understand store layout formats
- CO6**-Skills of retail space management.
- CO7**-Explain how a retailer classifies its products into layout groupings.
-
-

Topics/Contents:

Unit	Title &Content	No. Of Lectures
Unit– I	STORELAYOUT 1.1 Introduction about store layout 1.2 Three main formats – a) Grid layout, b)Loop layout, c)Free layout 1.3 Brand display – Space for store 1.4 Report on formats of Local stores.	15
Unit–II	STOREDESIGN 2.1 Introduction about store design, different types of stores. 2.2 Meaning, store design inner and outline store design. 2.3 Report on store design inner and outline store design of Local stores.	15
Unit–III	RETAILSPACEMANAGEMENT 3.1 Space management 3.2 Optimum space utilization 3.3 Retail floor space 3.4 Report on Space management of Local stores [200 sqft to 2000 sqft.]	15
Unit–IV	STOREMANAGEMENT 4.1 Cleanliness, atmosphere, staff arrangement 4.2 Sufficient supply of stock 4.3 Premises management 4.4 Displays arrangement etc., 4.5 SKU-Stock keeping Unit 4.6 Report on Cleanliness, atmosphere, staff arrangement of Local Store	15
	PRACTICAL: Visit various malls and shops. Understand the store layout and design, internal store management, space management etc. Make a report on store layout and design.	

Reference Books:

1. FRobert Jacobs, “Operations and Supply Chain management, McGrawHill
2. Max Muller, “Essentials of Inventory Management”
3. Steve Chapman et al, “Introduction to materials management”
4. Khan and Jain, “Financial Management”
5. Michael Levy & Barton Weitz, “Retailing Management”, TMGH, 5th Edition
6. Gini Graham & Scott, “Building a winning sales team”
7. Anderson, Hair and Bush, “Professional Sales Management”
8. Gerald A. Michaelson, “Strategies for Selling”

Mapping of this course with Programme Outcomes

Course Outcomes	Programme Outcomes(POs)									
	PO1	PO2	PO3	PO4	PO5	PO6	PO7	PO8	PO9	PO10
CO1	1	1	1	1	-	1	1	-	1	-
CO2	1	-	-	1	-	1	1	-	1	-
CO3	2	1	-	1	-	-	1	-	1	-
CO4	1	-	1	1	-	-	-	-	-	-
CO5	1	-	-	1	-	1	1	-	-	-
CO6	2	1	2	1	1	1	-	-	-	-
CO7	1	-	-	1	-	1	-	-	-	-

Weight: 1-Partiallyrelated 2 – Moderately Related 3 –Strongly related

Justification for the mapping

PO1: Technical Competence: Students will acquire specialized technical skills and knowledge relevant to their chosen vocation, enabling them to perform tasks effectively and efficiently in their respective industries.

CO1 - Students will learn how to create the attractive store layout to attract the customers.

CO2 - Students will learn how to create the attractive store interior and exterior. **CO3** - Build and create own retail designs

CO4 - Create visual merchandising planograms

CO5 - Understand store layout formats

CO6 - Skills of retail space management.

CO7 - Explain how a retailer classifies its products into layout groupings.

PO2 Problem Solving Skills: Students will develop the ability to identify, analyze, and solve problems encountered in their vocational field, using both theoretical knowledge and practical experience.

CO1 - Students will learn how to create the attractive store layout to attract the customers.

CO3 - Build and create own retail designs

CO6 - Skills of retail space management.

PO3: Employability Skills: Students will gain employability skills such as communication, teamwork, leadership, adaptability, and professionalism, which are essential for success in the workplace.

CO3 - Build and create own retail designs

CO4 - Create visual merchandising planograms

CO6 - Skills of retail space management.

PO4: Industry Relevance and Entrepreneurial abilities: The students will adopt knowledge and skills relevant to the current needs and required practices of the industry or sector they are entering. Students focus on fostering entrepreneurial skills, equipping students with the knowledge and capabilities to start and manage their businesses in their chosen field.

CO1 - Students will learn how to create the attractive store layout to attract the customers.

CO2 - Students will learn how to create the attractive store interior and exterior.

CO3 - Build and create own retail designs

CO4 - Create visual merchandising planograms

CO5 - Understand store layout formats

CO6 - Skills of retail space management.

CO7 - Explain how a retailer classifies its products into layout groupings.

PO5: Ethical and Social Responsibility: Students will be aware of the ethical considerations and social responsibilities associated with their vocational field, and they will be able to apply ethical principles in their professional practices.

CO6 - Skills of retail space management.

PO6 Environmental Awareness: The students should be able to apply the knowledge, skills, attitudes, and values required to take appropriate action to justify the effects of environmental degradation, climate change, pollution control, effective waste management, etc.

CO1 - Students will learn how to create the attractive store layout to attract the customers.

CO2 - Students will learn how to create the attractive store interior and exterior.

CO5 - Understand store layout formats

CO6 - Skills of retail space management.

PO7: Research and Innovations: Depending on the program, students may develop research and innovation skills, enabling them to contribute to advancements and improvements within their vocational field.

CO1 - Students will learn how to create the attractive store layout to attract the customers.

CO2 - Students will learn how to create the attractive store interior and exterior.

CO3 - Build and create own retail designs

CO5 - Understand store layout formats

PO8: Global Perspective: In an increasingly interconnected world, programs may emphasize the importance of understanding global trends, markets, and perspectives relevant to the students' vocation.

PO9: Multidisciplinary Studies: Students will adopt the multidisciplinary studies in an academic approach that integrate knowledge and methodology from various disciplines to provide a comprehensive understanding of related job/business opportunities.

CO1 - Students will learn how to create the attractive store layout to attract the customers.

CO2 - Students will learn how to create the attractive store interior and exterior.

CO3 - Build and create own retail designs

PO10: Community Engagement: The students will be able to demonstrate the capability to participate in community-engaged services/activities for promoting the well-being of society.
